

STATE OF HAWAII
STATE PROCUREMENT OFFICE
HONOLULU, HAWAII

June 17, 1999

TO: All Agencies

FROM: State Procurement Office

SUBJECT: Change 1
SPO Price List No. 99-26 (All Islands)
Computer Software Statewide
(IFB-98-056-SW)

Please make the following changes to your copy of the subject price list:

MICROSOFT SECTION

1. Macroland has established a web page with State of Hawaii pricing for all Microsoft products. Web site is **www.macroland.com/hawaii**
2. Agencies should NOT add the 4% Hawaii GET to their purchase orders when ordering from Macroland. The vendor is not required to charge the Hawaii GET under this contract.
3. The new fax number for Macroland is (301) 948-7111
4. Toll free number (888) MACROLAND (622-7652) Ask for Hawaii Sales Department

New Contact people for Macroland:

John Bowers, Contract Administrator
JWBowers@macroland.com

Klaus Buchegger, Sales Representative
Klaus@macroland.com

5. Agencies are reminded to submit the mandatory Software Purchase Report form (attached to original Price List) specifying their Department, division, and software purchased. Accurate records of this information is necessary to safeguard the State's discounts from Microsoft.

ROBERT J. GOVERNS, CPPB
Procurement Officer

STATE PROCUREMENT OFFICE

SPO Price List No. 99-26
(All Islands)

COMPUTER SOFTWARE STATEWIDE
March 1, 1999 to February 28, 2001
(IFB-98-056-SW)

PURCHASE ORDERS

Purchase Orders for items listed herein shall be placed with the vendors below.

Agencies are instructed to obtain the appropriate Vendor Codes for remittance purposes from the "Alphabetical Vendor-Edit Table Report" available at your department's fiscal office, and annotate the vendor code on the purchase order.

VENDOR/ADDRESS

CONTACT/PHONE/FAX

CompUSA, Inc.
7 Waterfront Plaza, Suite 210
500 Ala Moana Boulevard
Honolulu, HI 96813

Mr. John Bingaman
(808) 543-6602
(808) 543-6683 (Fax)

Macroland
611 S. Frederick Avenue
Gaithersburg, MD 20877

Mr. Oscar Bona
(888) MACROLAND (622-7652)
(800) 646-7844 (Fax)

PC Specialists, Inc., dba
Technology Integration Group
680 Ala Moana Boulevard
Honolulu, HI 96813

Mr. James K. Uyeda
(808) 524-6652 x159 (Oahu)
(800) 848-2397 (Neighbor Islds)
(808) 536-2845 (Fax Oahu)
(800) 848-2397 (Fax Neighbor Islds)

Agencies are advised to retain the Price List from which their software is acquired, should future reference to specific terms and conditions be necessary.

SOFTWARE AVAILABLE

This price list is for the acquisition of the following software:

Microsoft
Lotus
Novell

UNIT PRICES

Unit prices shown in this price list include delivery to the State's designated user locations statewide, and shall include all applicable costs and taxes except for the 4% Hawaii General Excise Tax. Agencies are requested to add the 4% amount to their purchase order total. Vendors are aware that the tax to be charged shall not exceed the 4% rate (rounded to the nearest cent).

"SPO PRICE LIST No. 99-26 " should be noted on purchase orders issued against this price list.

EXCEPTIONS TO PURCHASE OFF THE PRICE LIST

Pursuant to Section 3-121-6 HAR, it is mandatory that all agencies of the Executive Branch (excluding the Department of Education and the University of Hawaii) purchase from price lists issued by the State Procurement Office. However, if the quality level or product design of listed items are not suited to an agency's purpose, an exception to this commitment may be granted to such agency by the Chief Procurement Officer. To obtain an exception, agencies must submit SPO Form-5, *Request for Authorization to Purchase Outside of the State Procurement Office Price List*, dated 9/18/96 or later, justifying the exception.

EVALUATION PURPOSE

During the term of this agreement, the Contractor shall provide, upon request and within ten (10) calendar days, copies of the software awarded herein for use in evaluation by State agencies. The evaluation period shall be a minimum of 30 days or longer as may be mutually agreeable.

TELEPHONE SUPPORT

Contractor shall provide toll free telephone and facsimile support between the hours of 8:00 a.m. and 4:00 p.m. Hawaii Standard Time. Contractor shall provide pre-sales consultation, including but not limited to furnishing price quotes, product literature, and other product and contract information. Contractor shall also provide telephone support for software installation.

SOFTWARE RECALLS

When notified by the manufacturer of faulty or defective software, the Contractor shall notify the agency and replace, at Contractor's expense, all faulty or defective software.

DELIVERY AND ACCEPTANCE

Delivery. The Contractor must deliver all products ordered on the purchase order to the specified location within fourteen (14) calendar days after Contractor's receipt of the purchase order.

Acceptance. The purchasing agency must accept or reject the items within seven (7) calendar days after delivery.

If the Contractor cannot meet the scheduled delivery time, the Contractor must notify the purchasing agency of the reasons for the delay and make arrangements for a later delivery. The user agency may waive the required delivery time if the delay is reasonable or beyond the control of the Contractor. The determination of whether the delay is reasonable or beyond the control of the Contractor is within the sole discretion of the purchasing user agency.

WARRANTY

Contractor shall warrant all software to be free from defects in material and workmanship for a minimum period of one (1) year from the date of acceptance. Warranty service during this period shall provide for resolution of any problems within twenty-four (24) hours, or replacement of defective software. Replacement of defective software shall occur within ten (10) calendar days. Any shipping charges will be paid by the Contractor. Contractor shall honor all manufacturer's warranties.

Contractor shall make available to State agencies any corrective software patches. There are no on-site service requirements pertaining to the replacement of defective software. Faulty or defective software may pertain to the media (disk/CD-ROM), or the performance of the software in accordance with its published specifications. If the software does not perform in accordance with its published specifications such software may be returned at the State's option.

LIQUIDATED DAMAGES

Liquidated damages are fixed at the sum of TWENTY DOLLARS (\$20.00) for each and every work day the Contractor delays in the completion of any item of its contract after the required date of said completion.

INQUIRIES

QUESTIONS relating to this price list may be directed to **Mr. Grant Turner** of the State Procurement Office, telephone (808) 586-0565.

ROBERT J. GOVERNS, CPPB
Procurement Officer

INFORMATION ON PRICE LIST USE

This price list establishes Master License agreements with several software manufacturers. The following questions and answers are provided as additional clarification for the use of this price list:

1. Does this price list require Contractors to provide licenses only, or are full shrinkwrapped copies also available?

Pricing requested is for licenses only, unless CDs, diskettes, or documentation are included with licenses as standard from the manufacturer. CDs, diskettes, or documentation may be purchased from this price list if they are available as separate products under the software manufacturer's volume license agreement. Agencies should contact the price list vendors for information on complete product availability from various manufacturers.

If CDs, diskettes, or documentation are not available via the manufacturer's volume license agreement, agencies may purchase those items separately from this contract. All non-price list purchases are subject to ordinary procurement rules and the small purchase threshold of \$25,000.

CD and diskette copies of many software programs will be available at your department, or through ICSD.

2. How much does the State pay for software under this price list?

During the price list term, agencies must check the current Suggested Volume Price for the software they wish to purchase and then discount that price by the Discount Percentage listed in the price list. Please refer to the specific price list pages herein for more information on calculating software costs for the various manufacturers.

3. There are often many variations of a particular software program, packaged in a variety of ways. Will State agencies be able to purchase all of these variations of a software program from this price list?

The Discount Percentage established is effective during the entire term of the agreement and is applicable to all software covered by the manufacturer's volume licensing program. This includes multiple variations of a single software program. As an example, if XYZ Software is available through a volume software agreement in these three variations:

- (1) price for XYZ Software license only;
- (2) price for XYZ Software license and CD-ROM;
- (3) price for XYZ Software license plus CD-ROM and documentation;

--the Discount Percentage will be applicable to all variations listed.

4. Does this price list require Contractors to provide software maintenance so that State agencies will have the latest version of a product provided to them during the course of their maintenance agreement?

Contractors were required to provide software licenses only. However, the Discount Percentage listed in this price list shall be effective during the entire term of the agreement and shall be applicable to all software programs covered by the manufacturer's volume licensing program. If a software program comes bundled with maintenance and is a product available via the manufacturer's volume licensing program, State agencies will be able to purchase it. Novell requires agencies to purchase maintenance with the software acquired off of this contract. Microsoft and Lotus do not, and the decision as to whether a software maintenance program is advantageous and/or economical is left with the user agency in these case.

MICROSOFT SOFTWARE

**Mahboobeh, Inc.
dba Macroland**

Address to send Purchase Orders:

Hawaii Order Desk
611 S. Frederick Avenue
Gaithersburg, MD 20877

Address to Mail Payments:

611 S. Frederick Avenue
Gaithersburg, MD 20877

Marketing Representative:

Mr. Oscar Bona
(888) MACROLAND (888-622-7652)
(800) 646-7844 fax

Technical Support Representative:

Mr. Moe Tavosi
(888) MACROLAND (888-622-7652)
(800) 646-7844 fax

PRICING INFORMATION

DISCOUNT PERCENTAGE (Systems Product Pool):	17.1%
PRICE LEVEL (Systems Product Pool):	B

DISCOUNT PERCENTAGE (Applications Product Pool):	17.1%
PRICE LEVEL (Applications Product Pool):	B

DISCOUNT PERCENTAGE (Server Product Pool):	17.1%
PRICE LEVEL (Server Product Pool):	A

Example:

Agency wants to purchase Microsoft Office Professional Version 97 with Microsoft Access. If the Suggested Volume Price (called Estimated Retail Price by Microsoft) for this program in price level "B" is \$397.00, the State price will be \$329.11. The 4% General Excise Tax may be added to this amount.

$$\$397.00 - 17.1\% = \$329.11$$

Please remember that the State discount is deducted from the Suggested Volume Price at Price Level "B" and not the manufacturer's suggested retail price. The retail price is much higher than the Suggested Volume Price at Price Level "B".

NOVELL SOFTWARE

PC Specialists, Inc. dba Technology Integration Group

Address to send Purchase Orders and Mail Payments:

680 Ala Moana Boulevard
Honolulu, HI 96813

Marketing Representative:

Mr. James Uyeda
(808) 524-6652 x159 (Oahu)

Technical Support Representatives:

Mr. Roland Yee
Mr. Wade Miyataki
(808) 524-6652 x155 (Oahu)
(808) 536-2845 fax (Oahu)

(800) 848-2397 (Neighbor Islands)
(800) 848-2397 fax (Neighbor Islands)

PRICING INFORMATION

DISCOUNT PERCENTAGE: **40.83%**
PRICE LEVEL: **MLA**

Example:

Agency wants to purchase Novell NetWare Version 4.11, 10-user license. If the Suggested Volume Price for this program in Price Level "MLA" is \$2095.00, the State price will be \$1239.61. The 4% General Excise Tax may be added to this amount.

$\$2095.00 - 40.83\% = \$1239.61.$

Please remember that the State discount is deducted from the Suggested Volume Price at Price Level "MLA" and not the manufacturer's suggested retail price. The retail price is much higher than the Suggested Volume Price at Price Level "MLA".

Agencies must purchase software Maintenance when purchasing from Novell's Master License Agreement.

LOTUS SOFTWARE

CompUSA, Inc.

Address to send Purchase Orders:

604 Ala Moana Boulevard
Honolulu, HI 96813

Address to Mail Payments:

P.O. Box 200670
Dallas, TX 75320-0670

Marketing and Technical Support Representative:

John Bingaman	Direct Sales Manager john_bingaman@compusa.com	(808) 543-6602
Richard Lee	Executive Account Manager richard_k_lee@compusa.com	(808) 543-6633
Tom Wallen	Lead Account Manager wallen_tom@compusa.com	(808) 543-6657
Randall Tolentino	Account Manager randall_tolentino@compusa.com	(808) 543-6659
Jin Lee	Account Manager jin_lee@compusa.com	(808) 543-6658
FAX NUMBER	(808) 543-6683	

Neighbor Islands can call toll free by dialing 1-800-COMPUSA (266-7872) and putting in your zip code when prompted by the recording.

Internet Address: www.compusa.com

PRICING INFORMATION

DISCOUNT PERCENTAGE: 13.37%
PRICE LEVEL: LEVEL H

Example:

Agency wants to purchase lotus SmartSuite97 for Windows 95. If the Suggested Volume Price for this program in Price Level "H" is \$118.00, to the State price will be \$102.22. The 4% General Excise Tax may be added to this amount.

$\$118.00 - 13.37\% = \102.22

Please remember that the State discount is deducted from the Suggested Volume Price at Price Level "H" and not the manufacturer's suggested retail price. The retail price is much higher than the Suggested Volume Price at Price level "H".

SOFTWARE PURCHASE REPORT (MANDATORY)

The Discount Percentages offered to the State under the various Master License Agreements are often contingent upon the State meeting certain volume goals for purchases. The State Discount Percentages may be reduced if we do not purchase what we have forecasted as our purchases. As a result it is important for the State to have an accurate record of what software we purchased, what quantity, and what it cost. Please fill out the following information and return to the State Procurement office, Attn: Grant K. Turner. Thank you!

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